

# ANTONIO (TONY) MIKESELL

## PROFESSIONAL CONSULTANT



### INDUSTRY EXPERIENCE

- Pharmaceutical
- Clinical Research
- Software
- Real Estate
- Healthcare
- Nonprofit
- B2B Media

### FUNCTIONAL EXPERIENCE

- Budgeting & Forecasting
- Business Partnering
- Business Case Modeling
- M&A Diligence & Integration
- Data Room Administration
- ERP Implementation
- Data Consolidation & Analysis
- KPI Constructing & Reporting
- Team Creation & Management
- Workforce Planning & Utilization
- Sales Incentive Compensation

### SYSTEMS EXPERIENCE

- Advanced Excel Skills
- Microsoft Dynamics 365
- Yardi
- Sage Intacct
- QuickBooks
- SAP ERP
- Oracle ERP
- Hyperion
- Adaptive Planning
- Salesforce

### EDUCATION & CERTIFICATIONS

Bachelor of Science in Accounting,  
Virginia Commonwealth University

### EXECUTIVE SUMMARY

Results oriented finance professional who has worked on teams expected to do more with less in fast-paced dynamic environments. As a result, I am comfortable partnering with all levels to connect disparate data sets from multiple systems to support analytical decision-making, business combinations, and system implementations.

### RELEVANT EXPERIENCE

- For a local real estate firm, Tony built a budget model for revenue and expenses, implementing the first “bottoms up” budgeting process, and recommended changes to how information is recorded to make reporting consistent and easier to replicate. He consolidated and presented budgets to leadership team for review and approval and collaborate with CFO and CIO to build a liquidity forecast model for investment funds and lines of credit.
- For a private equity backed multi-site behavioral healthcare client, Tony built the organization’s first multi-year model using actuals from Sage Intacct and key growth drivers by line of business. He also assessed potential acquisitions and created potential NewCo financials and presented financials at the Board meetings including actuals and forecast, including findings on the acquisition target.
- For a private equity backed specialty pharma client, Tony built a financial model assessing the expense impact of exiting a line of business (severance, stay bonus, annual bonus, and taxes/benefits), combined multiple excel files into single source of truth that can be used for annual bonus payouts, create templates for HR to collaborate with business leaders to provide annual increases recommendations, and recommended ADP updates.
- For a private equity backed clinical research organization, Tony built a financial model to forecast revenue using key metrics for backlog, new deals, and change orders. He streamlined the company’s pricing model to clarify inputs, simplify calculations, and compare scenarios.
- For a venture capital backed software/SaaS company, Tony built a financial model and completed the diligence on a sell-side tractions selling to private equity.
- Created 5-year financial model (IS, BS, CF) used by private equity firm and investment bank to complete acquisition of a 2x larger company.
- Guided the finance working team and participated in the integration management office during the BCG lead integration.
- Partnered with business owners to develop annual budgets and KPIs that were reviewed monthly to understand business performance.
- Modeled multi-year business case models (EBITDA, NPV, DCF) for strategic investments, product acquisitions, and partnerships.
- Led Dynamics 365 ERP implementation for FP&A, which included designing data relationships and security and inventorying and creating reports in Power BI.
- Developed utilization reporting to measure global workforce efficiency by department and recommend workforce additions to support backlog conversion and potential new business
- Established quarterly field sales unit goals and produced weekly dashboards to provide commercial leadership with goal attainment progress by rep.

### PROFESSIONAL CHRONOLOGY

2022 – Present	Professional Consultant <i>Vaco</i>
2019 – 2022	Director FP&A <i>Azurity Pharmaceuticals</i>
2017 – 2019	Sr. Financial Analyst/Manager/Associate Director <i>Clinipace</i>
2015 – 2017	Senior Financial Analyst <i>Allscripts</i>
2013 – 2015	Senior Financial Analyst <i>Blackboard</i>
2011 – 2013	Financial Analyst/Business Consultant <i>American Red Cross</i>
2008 – 2011	Staff Accountant <i>Hanley Wood</i>